

EDI EQUI
BUSINESS
INTEGRATION
ISSUES

Thank You.

ED III REPORT.
QUALITY
EVALUATION

8. Other comments or suggestions: Want applications for integration

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR ~~NO~~

INPUT

Report Quality Evaluation

W3-
212-
EDI EQU
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- ☐ Required reading ☐ New product development ☒ Future purchase decision
☒ Area of high interest ☒ Business/market planning ☒ Systems planning
☐ Area of general interest ☒ Product planning ☐ Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

- | | | | | | |
|-----------------|--------------------------|-------------------------------------|--------------------------|--------------------------|-------------------------------------|
| Data presented | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Analyses | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Recommendations | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

5. How useful was the report in these areas:

- | | | | | | |
|--|--------------------------|--------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Alert you to new opportunities or approaches | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Cover new areas not covered elsewhere | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Confirm existing ideas | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Meet Expectations | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Other _____ | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

6. Which topics in the report were the most useful? Why? Time

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name

JOHN SINGEL

Title

PARTNER

Department

Company

PULSE WATERHOUSE

Address

153 E 53RD STREET

City

NEW YORK, N.Y. 10022

State

ZIP

Telephone

(212) 371 2000

Date Completed

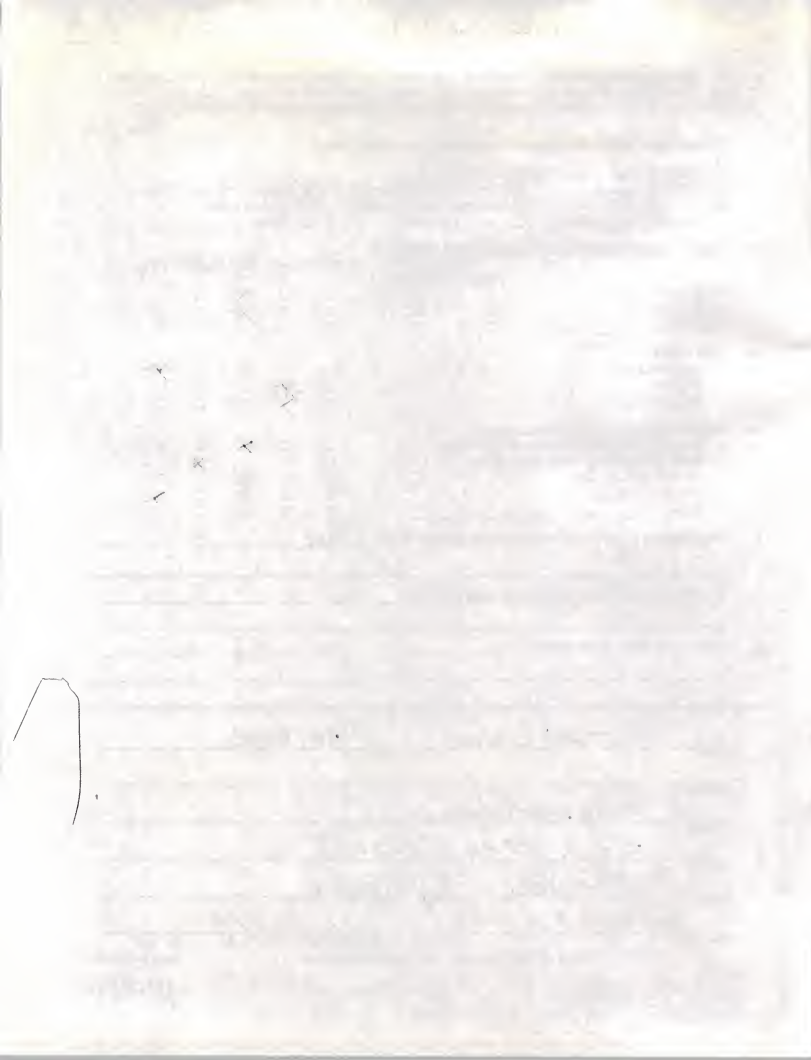
1/24/91

Thank you for your time and cooperation.

MAS 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? (YES) OR NO

INPUT



Report Quality Evaluation

EDI EDI
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- | | | |
|---|--|---|
| <input checked="" type="checkbox"/> Required reading | <input checked="" type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input checked="" type="checkbox"/> Area of high interest | <input checked="" type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input checked="" type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? MARKET TRENDS AS

they refer to specific industries

7. In what ways could the report have been improved? - helpful - who is playing

and to what extent - how many customers + revenue

8. Other comments or suggestions: broken down

MS A. THURMAN (REFERRED BY MS HEWITT) (415) 8236425
Name: REDAUNDANT - LIZA LENNON McCURE Title: Market Analyst
415-867-7418

Department

Company

Address

City

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

INPUT

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR NO



Report Quality Evaluation

ED/ EGM
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? BANKING SECTION

ELECTRONIC FUNDS TRANSFER WAS VERY GOOD

7. In what ways could the report have been improved? CAN'T REALLY SAY

8. Other comments or suggestions: _____

Name PETER BUCHANAN Title SENIOR SPECIALIST

Department _____

Company G.E. INFORMATION SERVICES

Address 401 N. WASHINGTON STREET

City ROCKVILLE, MD State _____ ZIP 20850

Telephone (301) 340-4000 Date Completed 1/30/91

Thank you for your time and cooperation.

MA5 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OK NO

INPUT



Report Quality Evaluation

EDI EDI
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|--|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input checked="" type="checkbox"/> Area of high interest | <input checked="" type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? Trading Partner - (Last Chapter)

Background information for people unfamiliar with EDI.

7. In what ways could the report have been improved? Segmenting the market - we

look at the market in a different way therefore we had a bit of

8. Other comments or suggestions: I had problems with relating it to how we
if you do a study on EDI - we would like very much to be
contacted so we could have some input into the study that would
help us

Name MR Curt Anderson

Title EDI marketing Manager

Department MARKET

Company DIGITAL Equipment

Address 10 TARA BOULEVARD

City NASHUA, NH

State 03062

Zip 603

Telephone 8843366

Date Completed 2/1/91

Thank you for your time and cooperation.

MAS 63301 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR NO

INPUT



Report Quality Evaluation

W/S
075EDI EVAL
BUSINESS
IN PRACTICE
13501

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- ☐ Required reading
☐ Area of high interest
☒ Area of general interest
- ☐ New product development
☐ Business/market planning
☐ Product planning

- ☐ Future purchase decision
☐ Systems planning
☐ Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How useful was:

- Data presented
 Analyses
 Recommendations

- ☐ ☐ ☐ ☒ ☐
☐ ☐ ☐ ☒ ☐

5. How useful was the report in these areas:

- Alert you to new opportunities or approaches
 Cover new areas not covered elsewhere
 Confirm existing ideas
 Meet Expectations
 Other _____

- ☐ ☐ ☒ ☐ ☐
☐ ☐ ☐ ☒ ☐
☐ ☐ ☐ ☒ ☐
☐ ☐ ☐ ☒ ☐

6. Which topics in the report were the most useful? Why? Good overview, goodconcrete examples7. In what ways could the report have been improved? more on standards8. Other comments or suggestions: Include an index; number the reports

MS. MARTHA JAMESON

Department

Company

Address

City

Telephone

ANDERSEN CONSULTING

100 SOUTH DRIVE

CHICAGO, ILLINOIS

(312) 5076691

FAX # 5079970

Date Completed

Thank you for your time and cooperation.

MAIL BOXES 13501

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
 BOOK? YES OR NO

INPUT

Not that I am aware of

JAN 25 '91 11:04

PAGE.003

U. S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC AFFAIRS

Report on the 1900 Census

U. S. DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC AFFAIRS

Year	Population	Area	Population per square mile
1900	76,000,000	3,600,000	21.1
1890	62,000,000	3,600,000	17.2
1880	50,000,000	3,600,000	13.9
1870	38,000,000	3,600,000	10.6
1860	31,000,000	3,600,000	8.6
1850	23,000,000	3,600,000	6.4
1840	17,000,000	3,600,000	4.7
1830	12,000,000	3,600,000	3.3
1820	9,000,000	3,600,000	2.5
1810	7,000,000	3,600,000	1.9
1800	5,000,000	3,600,000	1.4

The following table shows the population of the United States in 1900, by age and sex, and by race and color. The population of the United States in 1900 was 76,000,000. The population of the United States in 1900, by age and sex, and by race and color, is as follows:

Age	Male	Female	Total
Under 5	10,000,000	10,000,000	20,000,000
5 to 14	15,000,000	15,000,000	30,000,000
15 to 24	12,000,000	12,000,000	24,000,000
25 to 34	10,000,000	10,000,000	20,000,000
35 to 44	8,000,000	8,000,000	16,000,000
45 to 54	6,000,000	6,000,000	12,000,000
55 to 64	4,000,000	4,000,000	8,000,000
65 to 74	2,000,000	2,000,000	4,000,000
75 to 84	1,000,000	1,000,000	2,000,000
85 and over	500,000	500,000	1,000,000
Total	76,000,000	76,000,000	152,000,000

The following table shows the population of the United States in 1900, by race and color. The population of the United States in 1900, by race and color, is as follows:

Race and Color	Population
White	62,000,000
Colored	10,000,000
Chinese	1,000,000
Japanese	1,000,000
Other	2,000,000
Total	76,000,000

Report Quality Evaluation

EDI EDITION
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- | | | |
|---|--|--|
| <input type="checkbox"/> Required reading | <input checked="" type="checkbox"/> New product development | <input checked="" type="checkbox"/> Future purchase decision |
| <input checked="" type="checkbox"/> Area of high interest | <input checked="" type="checkbox"/> Business/market planning | <input checked="" type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input checked="" type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? I CAN'T REMEMBER

7. In what ways could the report have been improved? Excellent

8. Other comments or suggestions: I thought it was very good -
WE USE YOUR REPORTS AS A REFERENCE
SOURCE OR TO VERIFY WHAT WE BELIEVE TO BE TRUE

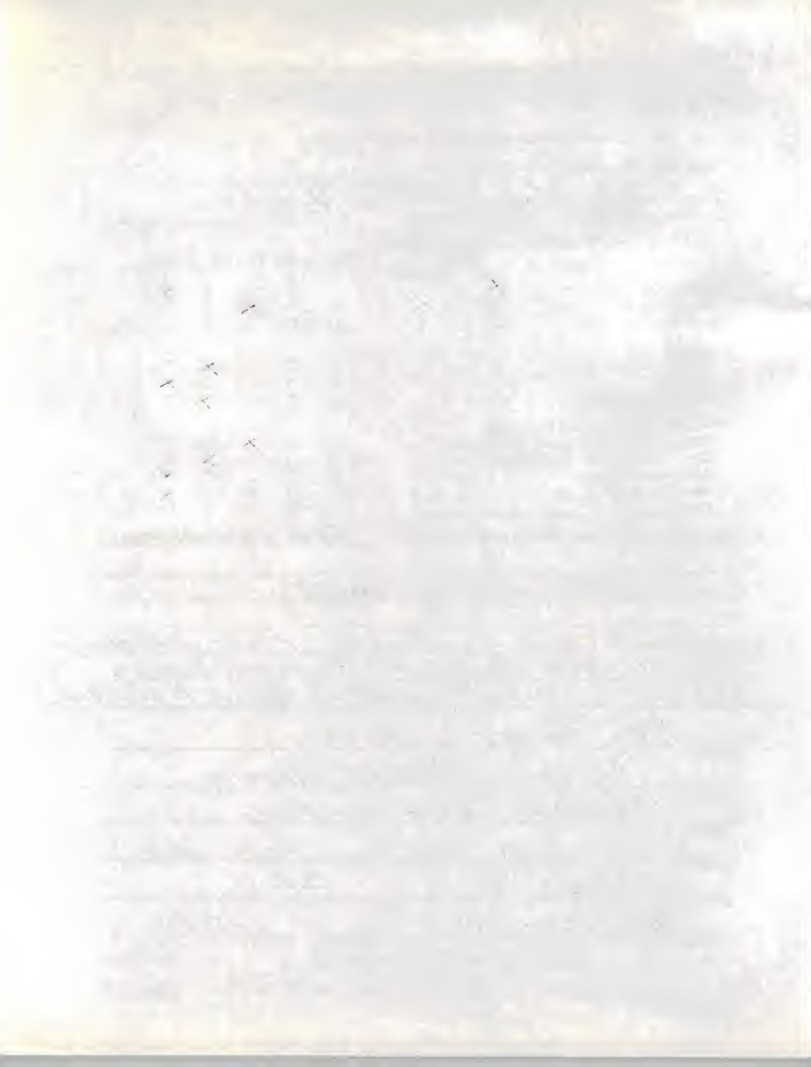
Name MR. ROBERT L. WOLF
Title _____
Department DIRECTOR - MARKET PLANNING
Company GRUMMAN DATA SYSTEMS
6862 Elm Street, Suite 500
Address McLean, VA 22101
City 1703 State 760 ZIP 0112
Telephone 2/4/91 Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

EDI EDI
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- ☐ Required reading ☒ New product development ☒ Future purchase decision
☒ Area of high interest ☒ Business/market planning ☐ Systems planning
☐ Area of general interest ☒ Product planning ☐ Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

USER FRIENDLY

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? - Why?

EDI BUSINESS - ~~MARKETING~~ CATEGORY

Business operations - Business organization of EDI

7. In what ways could the report have been improved? One issue: more depth on

more specific - I need it for marketing strategy

8. Other comments or suggestions:

Mary Jo YAKSICH - market planning.

Department

Company

Address

City

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR NO

INPUT



FEB 13 '91 15:45

PAGE.001

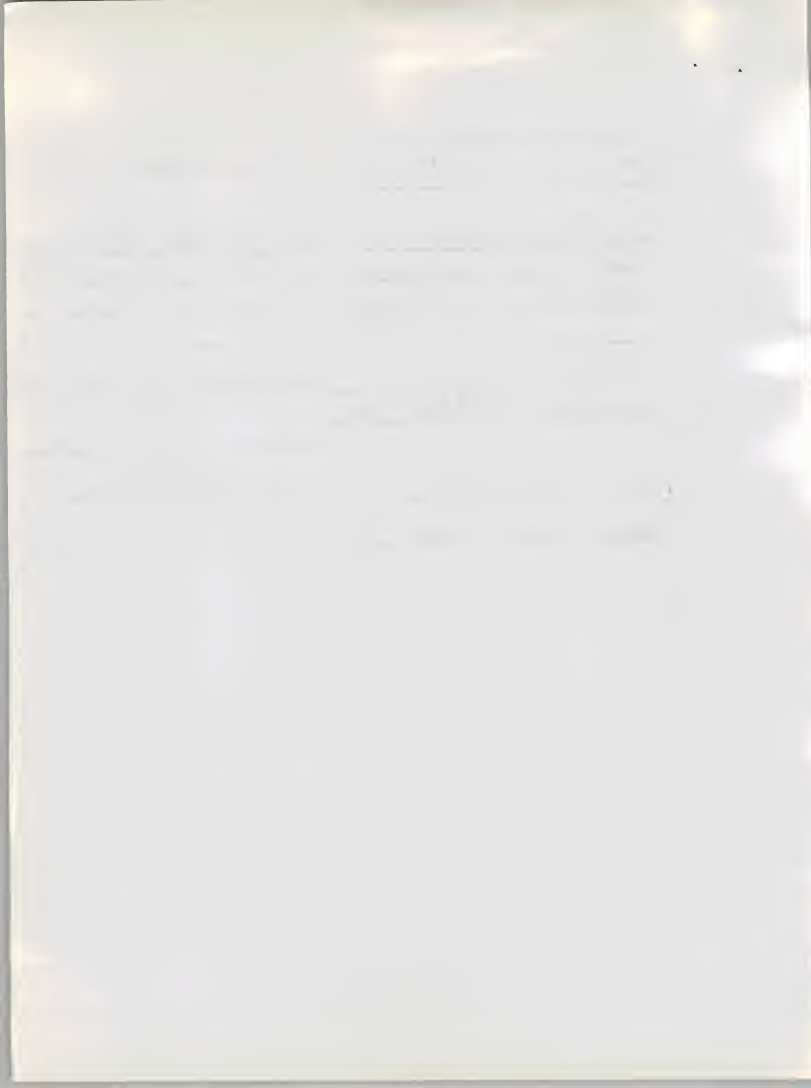
D	I	G	I	T	A	L
---	---	---	---	---	---	---

FAX COVER SHEET

TO: CHASE GOFFFROM: CORA McMillerLOCATION: 1280 Villa Street
Mountain View, Calif.LOCATION: 111 Poundmill Rd.
Maynard, Ma.

TELEPHONE NO.: _____

TELEPHONE NO.: (508) 493-7326FAX PHONE NO.: (415) 961-3966COMMENTS: Yes, The Questionnaire. DATE: 2/13/91was with the Book.NUMBER OF PAGES TO FOLLOW: 1



FEB 13 '91 15:45

PAGE.002

Report Quality Evaluation

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? Strategic Impact of EDI and EDI Integration Tools and Allied Info. Tech.

7. In what ways could the report have been improved? I was pleased with the reports as presented.

8. Other comments or suggestions: _____

Cora McMullen

Name

Title

Department

Company

Address

City

State

Zip

Telephone

Date Completed

Thank you for your time and cooperation.

M&S 633-01 12/89

INPUT

COMPANY	CONTACT	CALL BACK	WHEN?	COMMENTS
Computer Science	GALL LEIGHT			ED 1 + ERAT CALL AT 5:00 1/23/91
AmeriTECH Development Corp	Thompson			② Reports 1/23
ADIA	KORNECK			① LEFT # WITH SEC. 1/23/91
Digital Data Corp	JANIS doesn't remember			LEFT # ON V.M. 1/23/91 / FAX-1-28/91
GE INFORMAT	page one internal with FAXED SIMMONS			③ LEFT # ON V.M. 1/23
IBM	CROUSE			② LEFT # WITH SEC. OUT OF OFFICE
MPAT	FROBERT			② AT 4:00 1/23/25
Pacific Bell	THURMAN HEATH			" " ON V.M. 1/23/91
Price Warriors	Tom COTTON			② LEFT # WITH DEBBIE 1/24/25 WILL
Digital Equip	NOT THE MARY JANICA			LEFT MESSAGE ON V.M. 1/24
SEARS TECH.	Tom Douglas			② 1/24/25 FAXED TO HUNTER
Logan	ANDRUS			LEFT # ON V.M. 1/24
AmeriTECH Development	DENNIS LEFIEF			② LEFT # ON V.M. 1/24
Wendy	KEVIN			② 2/4/91 " ON V.M. 1/24
DR. [unclear]	GEORGE STONER			② 1/25 1/24/91
DR. [unclear]	MARILYN STONE			NAME GIVEN TO ME BY KEVIN THOMPSON 2/1/91 WENT PERSONAL - ALL (P) 906 9140 CALL MARY LEFT MESSAGE WITH JEFF SEC. TO HAVE him call me (Tom Thompson found me back 1/25)
DR. [unclear]	DIANNA FOR CUSTODIAN			1/30/91 SHE PROMISES TO GET BACK WITH A NAME FRIDAY
Andromeda	MISS MISS JAMESON			2/1/91 - LEFT NAME of VOICE MAIL
ADIA	KORNECK ASS. FEARS			LEFT # WITH ANDRUS (KELLY) ABOUT FAX FOR KURNECK
INFORMAT	ANDRUS			LEFT # WITH SEC FOR CBA BACK - TOLD ME I WAS CONTACTING GAIL (LEIGH) - 2/1/91
" "	BILL GODWIN			CALL AT 12:00 DIDN'T HAVE MESSAGE 2/1/91 DOESN'T HAVE IT - ANDRUS DO
Pacific Bell	PAUL Hensley			LEFT # WITH ORSINA ABOUT PATTIE HENSLEY FAX INFORMATION BACK
Sirumman - office	closed call		2/4/90	LEFT # ON V.M. 2/1/91
SEAR TECHNOLOGY	RICHARD ROSS MAM TO		Wrong Man	LEFT # ON V.M. 2/4/91



[illegible]



EDI BUSINESS INTEGRATION ISSUES

Order: 4052
Customer: RA09-5
EIII-RP 2
AMERITECH DEVELOPMENT CORP. *NOT THE CONTACT* Mr. Kenneth J. Thomson Senior Director ; 10 South Wacker, 21st Floor, Chicago, IL 60606
WRONG CONTACT: MR DENNIS LEFIER (313) 2626392 - CONTACT ELLEN ECKS AT (312) 9064140

Order: 110069
Customer: RA10-13
EIII-RP 1
ANDERSEN CONSULTING; Mr. Jim Fischer Managing Partner ; 69 W. Washington, Chicago, IL 60602, (312) 507-8339

Order: 110070
Customer: RA10-2
EIII-RP 1
ANDERSEN CONSULTING; Ms. Jean Davis Mgr. Consulting Info. Services ; 100 South Wacker Drive, 17th Floor, Chicago, IL 60606, (312) 580-0033
WORLD HEADQUARTERS - WAS REFERRED TO MARTHA JAMESON

Order: 110072
Customer: RA10-4
EIII-RP 1
ANDERSEN CONSULTING; Ms. Marilyn ~~Stone~~ *STONE* Mgr. S/W Integration ; 100 S. Wacker Drive, 7th Floor, Chicago, IL 60606, (312) 507-4090
NO LONGER RECEIVES REPORTS (WORLD HEADQUARTERS) REFERRED BY DAVIS' OFFICE TO MARTHA JAMESON

Order: 4089
Customer: RA96-1
EIII-RP 2
ADIA; Mr. Ken Korneck Vice President MIS ; 64 Willow Place, Menlo Park, CA 94025, (415) 324-0696

Order: 3994
Customer: RB29-1
EIII-RP 2
BELLSOUTH CORPORATION; Mr. John Lilly Corporate Resource Center ; 1155 Peachtree Street, Room 12B01, Atlanta, GA 30367, (404) 249-3260

Order: 110870
Customer: RB69-1
EIII-RP 1
BRITISH TELECOM; Ms. Sue Prudence Library ; 5 Cheapside, 6th Floor, London, ECV 6AA, England 356 3580

Order: 4103
Customer: RC12-2
EIII-RP 4
COMPUTER SCIENCES CORPORATION; Ms. Gail Lepard Dir. Corporate Market Research ; 2352 Utah Avenue, El Segundo, CA 90245, (213) 615-0311

Order: 2770
Customer: RD01-2
EIII-RP 2
DIGITAL EQUIPMENT CORPORATION; Library Market Research Center ; Continental Boulevard, (MK01-1/K07), Merrimack, NH 03054, (603) 884-0212

Order: 2715
Customer: RD01-22
EIII-RP 1
Main Contact
DIGITAL EQUIPMENT CORPORATION; Mr. George Starr Jr. Mgr, Consultant Relations ; 40 Old Bolton Road, OG01-2/W11, Stow, MA 01775, (508) 496-9506

Order: 110073
Customer: RD01-29
EIII-RP 1
DIGITAL EQUIPMENT CORPORATION; Mr. Vince Santarasci ; 150 Coulter Drive, CF02-2/12, Concord, MA 01742-2190, (508) ~~371-5382~~ *493 2241*
NOT THE PERSON
Contact Corey McMiller
ACTON!

Order: 110893
Customer: RD01-2A
EIII-RP 1
DIGITAL EQUIPMENT CORPORATION; Ms. Janis Page ; 555 Virginia Road, Mail Stop VR05-1/X2, Concord, MA 01742, (508) 371-5382
NO
Couldnt Answer - DOESN'T RECEIVE REPORT

Order: 110074
Customer: RD01-31
EIII-RP 1
DIGITAL EQUIPMENT CORPORATION; Mr. Curt Anderson ; TT81-2/G5, 10 Tara Boulevard, Nashua, NH 03062, (603) *8845111*
EDI MARKETING MANAGER

Order: 110075
Customer: RD01-32
EIII-RP 1
DIGITAL EQUIPMENT CORPORATION; Mr. John Beirne Mgr., Network Applications ; VR05-2/D6, 555 Virginia Road, Concord, MA 10720, (508) 371-5150



Order: 2971 Customer: RD01-9 EIII-RP	1	Mrs. Simons replaces Guy Esterbrook DIGITAL EQUIPMENT CORPORATION; Mrs. Margaret Simons Marketing Information Centre ; RDL-2/E, Queens House, Forbury Road, Reading, (44) 734-86-87-11	BEG:01/01/1990 END:12/31/1991	PO:	
Order: 4023 Customer: RG02-11 EIII-RP	2	GE INFORMATION SERVICES; Mr. Bob Simmons Manager, EDI Marketing ; 401 N. Washington Street, N/S 3MM, Rockville, MD 20850, <i>RESPONDENT FOR THIS REPORT IS PATTIE BUCHANAN</i>	BEG:01/01/1991 END:12/31/1991	PO:	(301) 340-4000
Order: 110835 Customer: RG05-2 EIII-RP	1	GRUMMAN DATA SYSTEMS; Mr. Robert L. Wolf Director, Market Planning ; 6862 Elm Street, Suite 500, McLean, VA 22101,	BEG:11/21/1990 END:11/21/1990	PO:	(703) 760-0112
Order: 4066 Customer: RI01-15 EIII-RP	1	IBM CORPORATION; Ms. Ilse Ruckert U.S.M. & S. MI Info. Svcs. ; 1133 Westchester Avenue, Mail Drop 147 1C-1301, White Plains, NY	BEG:01/01/1990 END:12/31/1990	PO:	(914) 642-6508
Order: 4084 Customer: RI01-2 EIII-RP	1	IBM CORPORATION; Ms. Linda Baron ; 472 Wheelers Farms Road, MD 60, Milford, CT 06460,	BEG:01/01/1990 END:12/31/1990	PO:	(203) 783-4465
Order: 4085 Customer: RI01-3 EIII-RP	1	IBM CORPORATION; Ms. Sara H. McDaniel Staff Librarian ; ASD Library - R11C, 1500 RiverEdge Parkway, Atlanta, GA 30328,	BEG:01/01/1990 END:12/31/1990	PO:	PO:6011748 (404) 238-3000
Order: 110189 Customer: RI01-51B EIII-RP	1	IBM CORPORATION; Mr. Jim Crouse Industry Analyst ; M/S L-108, 3101 W. Buffalo Avenue, Tampa, FL 33630,	BEG:01/01/1990 END:12/31/1990	PO:	(813) 878-4261
Order: 110827 Customer: RI01-62B EIII-RP	2	IBM INFORMATION NETWORK; Mr. Stan G. Ptasek Manager, Plans & Programs ; 105 Moatfield Drive, North York, M3B 2L9, Ontario, Canada	BEG:11/20/1990 END:11/20/1990	PO:	(416) 443-4864
Order: 4042 Customer: RI01-9 EIII-RP	1	IBM CORPORATION; Mr. Ronald Hargreaves Information Network ; 3101 W. Buffalo Ave. Dept 95K, P.O. Box 30021, Tampa, FL 33630,	BEG:01/01/1990 END:12/31/1990	PO:	(813) 878-3328
Order: 110613 Customer: RM12-1 EIII-RP	1	Custom Sub. 3 rpts MVRO EO only MOORE CORPORATION; Mr. Philip C. Wilson Manager, Strategic Planning ; 300 Lang Boulevard, Grand Island, NY 14072-1697, <i>WRONG PERSON HE SAID TO CONTACT MARLENE YAKSICH (716) 773 0300</i>	BEG:09/01/1990 END:08/31/1991	PO:	(716) 773-0333
Order: 110613 Customer: RM12-8 EIII-RP	1	Custom Sub. 3 rpts MVRO EO only MOORE CORPORATION LTD; Mr. Anders Stubkjaer Corporate Development ; 1 First Canadian Place, P.O. Box 78, Toronto, M5X 1G5, Ontario <i>STUB CASE</i>	BEG:09/01/1990 END:08/31/1991	PO:	(416) 368-2608 <i>3642600</i>
Order: 110666 Customer: RM67-1 EIII-RP	2	IMPACT EDI SYSTEMS INC.; Mr. J. Gregory Faubert Vice President ; 17197 N. Laurel Park Dr. #273, Livonia, MI 48152, <i>HASAT SLEN FOR DOES MC DELIVER IT</i>	BEG:02/01/1990 END:01/31/1991	PO: FAUBERT	(313) 466-6700 <i>4622244</i>
Order: 110094 Customer: RM17-2 EIII-RP	2	NIPPON TELEGRAPH & TELEPHONE; Mr. Kazuhisa Machida Researcher Int'l. Division ; 1-1-6 Uchisaiwaicho, Chiyoda-ku, Tokyo, 100,	BEG:09/01/1990 END:08/31/1991	PO:066 ***C	03 509 5140
Order: 110605 Customer: RP03-3 EIII-RP	3	PACIFIC BELL/MIC; Ms. Jan Hewitt Marketing Manager ; 2600 Camino Ramon, Room 45611, San Ramon, CA 94583, <i>1/29/90 FAXED TO PATTIE HENSLEY - (408) 4916053</i>	BEG:08/01/1990 END:07/31/1991	PO:	(415) 823-5027



Order: 110235		BEG:05/01/1990	END:04/30/1991	PO:	
Customer:RP14-1A	PRICE WATERHOUSE; Mr. John B. Singel Partner ; 153 E 53rd Street, New York, NY 10022,				(212) 371-2000
EIII-RP	2				
Order: 110727		BEG:07/01/1990	END:12/31/1990	PO:	708
Customer:RS17-1	SEARS TECHNOLOGY; Mr. Richard Ross Business Development Manager ; 231 Martingale Road, Schaumburg, IL 60173,				708 240-3054
EIII-RP	2				240-3054
	<i>WRONG MAN (SPEAK TO JIM) BE REMOVED FROM LIST - CORRECT MAN IS THOMAS DUKINS - 240-8785 - 240-3000</i>				
Order: 4010		BEG:01/01/1991	END:12/31/1991	PO:	
Customer:RS45-1	STERLING SOFTWARE, INC.; Mr. William D. Plumb President ; 4600 Lakehurst Court, P.O. Box 7160, Dublin, OH 43017,				(614) 459-7500
EIII-RP	2				
	<i>CONFIDENTIAL - content annual become they haven't received it</i>				
Order: 110862		BEG:12/05/1990	END:12/05/1990	PO:	57R49044
Customer:RU09-55A	UNISYS CORPORATION; Dock #3 ; Township Line & Union Meeting, Blue Blue, PA 19424,				
EIII-RP	4				
	<i>JEFF COLDWELL - SPEAK TO BARRY KEYES - HE HAS ALREADY SPOKE WITH TOLLEY - WOULD DO SURVEY</i>				
Order: 110190	Division of GEIS	BEG:01/01/1990	END:12/31/1990	PO:	
Customer:RV01-2	VANGUARD INFORMATION CENTER; Mr. Fred Tsung Tee Li PHD Chairman ; 4F, No. 7, Lane 50, Sec. 3 Nan Kang Road, Taipei, Republic of				011 886 2 7858900
EIII-RP	1				
Order: 110116		BEG:	END:	PO:	
Customer:ZINTERCOA Z..CALIFORNIA INTERNAL; Mr. Denny Wayson ; X, X,					
EIII-RP	1				
Order: 110117		BEG:	END:	PO:	
Customer:ZINTERCOB Z..CALIFORNIA INTERNAL; Sales/Mkt Library ; X, X,					
EIII-RP	1				
Order: 110119		BEG:	END:	PO:	
Customer:ZINTERCOF Z..CALIFORNIA LIBRARY; Library ; X, X,					
EIII-RP	2				
Order: 110120		BEG:	END:	PO:	
Customer:ZINTERCOG Z..INPUT FRANCE; Field Salesperson ; X, X,					
EIII-RP	1				
Order: 110124		BEG:	END:	PO:	
Customer:ZINTERCOH Z..INPUT NEW JERSEY-TEANECK; Field Salesperson ; X, X,					
EIII-RP	1				
Order: 110125		BEG:	END:	PO:	
Customer:ZINTERCOI Z..INPUT NEW JERSEY - STOCK; Library ; X, X,					
EIII-RP	2				
Order: 110123		BEG:	END:	PO:	
Customer:ZINTERCOJ Z..LONDON; Library/Stock ; X, X,					
EIII-RP	4				
Order: 110126		BEG:	END:	PO:	
Customer:ZINTERCOK Z..WASHINGTON; Barbara & Sales Library & Sales ; X, X,					
EIII-RP	2				
Order: 110135		BEG:	END:	PO:	
Customer:ZINTERCOL ..REGISTER OF COPYRIGHTS; Dep & Acq Div-LM438C ; Library of Congress, Washington, DC 20559,					(202) 707-7125
EIII-RP	2				



Order: 110128
Customer: ZINTERCON Z..CALIFORNIA INTERNAL; Mr. Torrey Byles ; x, x,
EIII-RP 1

BEG: END: PO:

Order: 110127
Customer: ZINTERCOO ..INPUT KK; Mr. Tetsuo Imai ; Seida Bldg 4-6, Kanda Sakuma-cho, Chiyoda-ku, Tokyo, 101, Japan
EIII-RP 2

BEG: END: PO:

Order: 110610
Customer: ZINTERCOV Z..DATA MANAGEMENT INT'L.; Mr. K.S. Min Managing Director ; x, x, Korea
EIII-RP 2

BEG: END: PO:

Order: 110550
Customer: ZINTERCOW Z..INPUT GERMANY; Mr. Frank Solbach ; x, x,
EIII-RP 1

BEG: END: PO:

Order: 110611
Customer: ZINTERCOY Z..CALIFORNIA INTERNAL; Mr. Doug Tayler ; x, x,
EIII-RP 1

BEG: END: PO:



Report Quality Evaluation

EDII
LIT-
STB
EDII
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented
Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

EDIII
CAN'T
RESPOND

Name

William D. PLUMB

Title

PRESIDENT

Department

Company

Address

City

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

INPUT

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

Couldnt answer
because they havent
received it



Report Quality Evaluation

EDI EDI
LIT
673
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Doesn't
RECEIVE
this
Report.

Name

JANIS PAGE

Title

Department

Company

Address

City

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

MLS 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

ED1 ED2
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

We want more DATA - DATA mapping company listed BUT they don't do DAT

8. Other comments or suggestions: _____

Name: JEFF CALDWELL Title: RELATED TO SPREADSHEET BUSINESS
BARBARA KEYES

Department: _____

Company: UNISYS CORPORATION

Address: _____

City: BLUE BELL, PA State: _____ ZIP: _____

Telephone: 215 986 2131 Date Completed: _____

215 986 2131 Thank you for your time and cooperation.

M4S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR NO

INPUT



Report Quality Evaluation

EDII EDII
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)
2. Please indicate your reason for reading this report:
- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | |

3. Please indicate extent report used and overall usefulness:

	Extent	
	Read	Skimmed
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented
Analyses
Recommendations

5. How useful was the report in these areas:

Alert you to new opportunities or approaches
Cover new areas not covered elsewhere
Confirm existing ideas
Meet Expectations
Other _____

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name

Department

Company

Address

City

Telephone

Title

State

ZIP

Date Completed

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



1911
 1912
 1913
 1914
 1915
 1916
 1917
 1918
 1919
 1920
 1921
 1922
 1923
 1924
 1925
 1926
 1927
 1928
 1929
 1930
 1931
 1932
 1933
 1934
 1935
 1936
 1937
 1938
 1939
 1940
 1941
 1942
 1943
 1944
 1945
 1946
 1947
 1948
 1949
 1950
 1951
 1952
 1953
 1954
 1955
 1956
 1957
 1958
 1959
 1960
 1961
 1962
 1963
 1964
 1965
 1966
 1967
 1968
 1969
 1970
 1971
 1972
 1973
 1974
 1975
 1976
 1977
 1978
 1979
 1980
 1981
 1982
 1983
 1984
 1985
 1986
 1987
 1988
 1989
 1990
 1991
 1992
 1993
 1994
 1995
 1996
 1997
 1998
 1999
 2000
 2001
 2002
 2003
 2004
 2005
 2006
 2007
 2008
 2009
 2010
 2011
 2012
 2013
 2014
 2015
 2016
 2017
 2018
 2019
 2020
 2021
 2022
 2023
 2024
 2025
 2026
 2027
 2028
 2029
 2030

Report Quality Evaluation

OR
LIT.
CTG.
EDI EDII
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

*He hasn't read it
and there is
no one else to
see it.*

Name MR. J. GREGORY FAUBERT V.P. Title _____

Department _____

Company IMPACT EDI Systems Inc.

Address 17197 N. LAUREL PARK DR #273

City LIVONIA, MI 48152

State MI ZIP 48152

Telephone (313) 464-6700 Date Completed 1/24/91

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

02-2-87 BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name _____ Title _____

Department _____

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone _____ Date Completed _____

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

073
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name _____ Title _____

Department _____

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone _____ Date Completed _____

Thank you for your time and cooperation.

MES 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

ED: EGM
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____%)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

CALLER
2-6-91
LEFT V.M.
THRU
LEFT 2/2/91
V.M. + #
WITH DOUGLAS
MACHIE

Name

THOMAS DOUGLAS

Title

Department

SEARS TECH

Company

Address

City

(708) 240 8785

State

ZIP

Telephone

Date Completed

Thank you for your time and cooperation.

MLS 833/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



Report Quality Evaluation

EDI EDI
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues** (EDIII)

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

LEFT
2ND V.M. WITH
7/6/91

Name

JOHN BEIRNE

Title

Mgr, Network Applications

Department

Company

Digital Equipment Corp.

Address

555 Virginia Road,

City

Concord MA

State

10720

ZIP

Telephone

(508) 371-5150

Date Completed

Thank you for your time and cooperation.

MAS 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE
BOOK? YES OR NO

INPUT



INPUT

1280 Villa Street, Mountain View, CA 94041 (415) 961-3300
Telex 171407 Fax (415) 961-3966

FAX TRANSMITTAL FORM

DESTINATION:

MOORE CORPORATION LTD

FAX NUMBER:

(416) 3642600 3642364

ATTENTION:

DAT S. FOR MR. A. STUBKJAER

Telephone Number/Location

(416) 3642600

NUMBER OF PAGES:

1 OF 2

Confidential

Yes X

No

Urgent

Yes X

No

DESCRIPTION:

DEAR SIR:

I'm looking into ways to improve the
EDI BUSINESS INTEGRATION ISSUES REPORT.
It would be very much appreciated if
you could give us your ideas of the
report. The questionnaire can be faxed
to me at: (415) 961-3966

2/11/91
Called
Left
on
V.M

FROM:

CHASE GROSS

DATE:

2/6/91

INPUT

Project Charge Code:

EDI

FILE:

CHRONCONTACTOTHER

Specify:



Report Quality Evaluation

EDI EDI
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name ANDERS STUBKJAER Title ATTN: PAT S.

Department _____

Company MOORE CORPORATION LTD.

Address 1 FIRST CANADIAN PLACE P.O. BOX 78

City Toronto State MSX Zip 1G5

Telephone (416) 364-2600 Date Completed _____

FAX (416) 364-3364

Thank you for your time and cooperation.

M&S 633/01 12/89

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR NO

INPUT

416

3642600

3643364

Report Quality Evaluation

EDI EDI
LIS
CIR
BUSINESS
INTEGRATION
ISSUES

To our clients:

To ensure that the highest standards of report quality are maintained, INPUT would appreciate your assessment of this report. Please take a moment to provide your evaluation of the usefulness and quality of this study. When complete, simply fold, staple, and drop in the mail. Postage has been pre-paid by INPUT if mailed in the U.S.

Thank You.

1. Report title: **EDI: Business Integration Issues (EDIII)**

2. Please indicate your reason for reading this report:

- | | | |
|---|---|---|
| <input type="checkbox"/> Required reading | <input type="checkbox"/> New product development | <input type="checkbox"/> Future purchase decision |
| <input type="checkbox"/> Area of high interest | <input type="checkbox"/> Business/market planning | <input type="checkbox"/> Systems planning |
| <input type="checkbox"/> Area of general interest | <input type="checkbox"/> Product planning | <input type="checkbox"/> Other _____ |

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skipped	1	2	3	4	5
Executive Overview	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Complete Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Part of Report (____ %)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. How Useful was:

Data presented	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Analyses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recommendations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cover new areas not covered elsewhere	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Confirm existing ideas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Meet Expectations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

SPOKE WITH
ANDEUS
2/6/91
WILL CALL ME
AFTER LUNCH.
SHE SAID
Called 2/11/91
didn't leave
message - in
meeting

Name MAIL LEOPARD Title IN FOR

Department Computer Sciences Corp.

Company _____

Address _____

City (213) 615-0311 State _____

Telephone _____ Date Co _____

(213)
335
2872
Bill Grodwin (213) - 2870
335

1/23
Call
THURSDAY - (213)
3352872

Thank you for your time and coop

633/01 12/89

INPUT

ANDREUS.

DID YOU RECEIVE THIS QUESTIONNAIRE WITH THE BOOK? YES OR NO

